

Surya Roshni Limited | Annual Report 2015-16

**Achieve more.  
Aspire more.**

# GHAR GHAR ROSHNI KA VAADA



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#### Forward Looking Statement

This report contains forward-looking statements about the business, financial performance, skills and prospects of the Company. Statements about the plans, intentions, expectations, beliefs, estimates, predictions or similar expressions for future are forward-looking statements. Forward-looking statements should be viewed in the context of many risk issues and events that could cause the actual performance to be different from that contemplated in the Directors' Report and Management Discussions and Analysis Report, including, but not limited to, the impact of changes in oil, steel prices worldwide, technological obsolescence and domestic, economic and political conditions. We cannot assure that the outcome of these forward looking statements will be realized. The Company disclaims any duty to update the information given in the aforesaid reports.



# Achieve more. Aspire more.

The unabated progress and growth of our business over the last four decades has been fuelled by a burning desire of aiming, attaining and aspiring more. Committed to protect and enhance stakeholders' value every single day and every single way, we have steadily expanded our business sphere and market geography all these years. As a result, we have built a strong position in our traditional operational domains of lighting and steel pipes.

Treating every milestone as a stepping stone for future, at Surya Roshni, the more we achieve, the more we aspire. The same very aspiration has ignited a slew of game-changing initiatives across our business spectrum in recent times. In our lighting business, we have scaled up our LED portfolio across product development, manufacturing and distribution. Our recent foray into fans and a host of other home appliances has received encouraging response in the market.

In our steel pipe business, the proposed merger of Surya Global Steel Pipes Limited will provide a welcome fillip at a time when business prospects appear brighter.

Believing in the famous saying 'Change is the only constant'; we have been anticipating and aligning with the emerging business trends. Our skill to sense the future and seize it with the required preparation continues to get sharper. Remaining at the forefront of adoption of new technologies, we keep adding new products and manufacturing capacities to maintain our leadership position across our business segments. Being true to our social responsibility, we continue to work towards enhancing lives of communities living around our business locations.

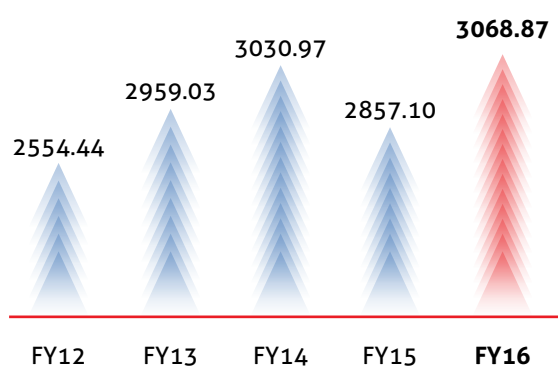
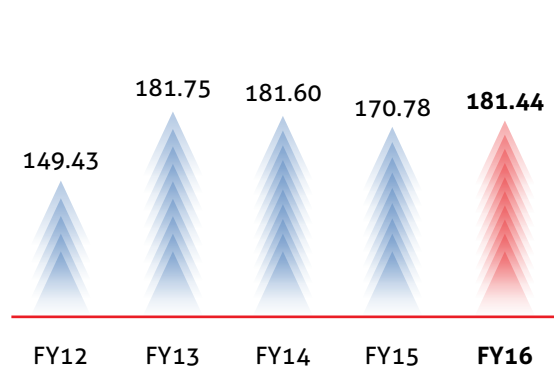
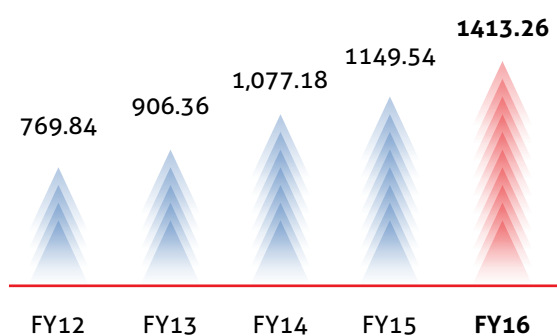
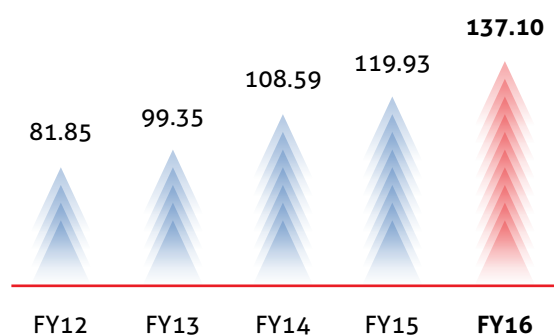
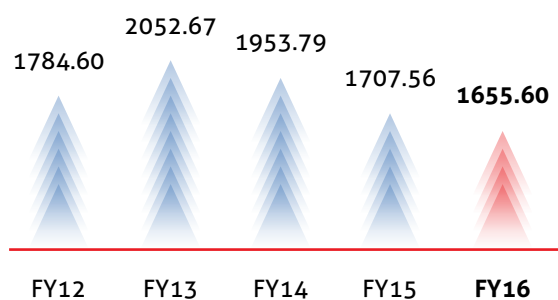
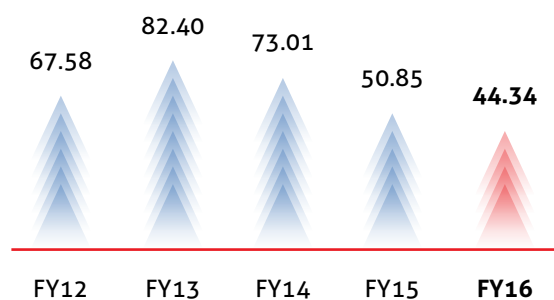
Having delivered an encouraging performance in FY16, we are stepping into FY17, ASPIRING MORE.

# Financial Highlights

₹ in crore

Particulars	FY 16	FY 15	FY 14	FY 13	FY 12
Revenue from Operations	3068.87	2857.10	3030.97	2959.03	2554.44
Earnings Before Interest, Tax, Depreciation & Amortization (EBITDA)	242.11	226.82	237.24	238.26	196.74
Profit After Tax	62.05	54.09	53.36	69.25	52.59
Net Worth	867.79	811.02	773.90	732.26	683.48
Net Debt	894.99	947.64	1037.89	857.26	832.54
EBIDTA Margin , %	7.89	7.94	7.83	8.05	7.70
Net Profit Margin, %	2.02	1.89	1.76	2.34	2.06
Earnings Per Share, ₹	14.16	12.34	12.17	15.80	11.93
Book Value Per Share, ₹	197.99	185.04	176.64	167.07	155.94
Debt / Equity, x	1.03	1.17	1.34	1.17	1.22



Revenue from Operations, ₹ in crore  
(Standalone)Earnings Before Tax and Finance Cost (EBIT),  
₹ in crore (Standalone)Revenue from Operations ₹ in crore  
(Lighting Division)Earnings Before Tax and Finance Cost (EBIT),  
₹ in crore (Lighting Division)Revenue from Operations, ₹ in crore  
(Steel Division)Earnings Before Tax and Finance Cost (EBIT),  
₹ in crore (Steel Division)



# The world of Surya Roshni

We are a four decade old manufacturing conglomerate with business interest spanning Steel Tubes & Pipes, Lighting, Fans & Appliances and PVC pipes. Besides enjoying an in-depth market presence across the length and breadth of India, we also export our products to more than 50 countries globally. We are one of the largest GI & Hollow Section Pipes manufacturer and second largest seller of GLS and FTL in India. Headquartered at New Delhi, our plants are located in Haryana, Madhya Pradesh and Uttarakhand.

## Business Divisions



### Steel Segment

Steel Pipes

CR Strips

Steel Structures



## OUR VISION

### Committed towards a better tomorrow

"To be the largest global enterprise which delivers optimized solutions to its consumers and value to its stakeholders. To provide the best steel pipe, lighting & electrical products and technology for markets across the world".

## OUR MISSION

### Energizing lives and beyond

"To be a global leader by consistently exceeding the consumer demands, upgrading technology, making quality products, building long-term relationships with all our customers, partners, associates, and employees".

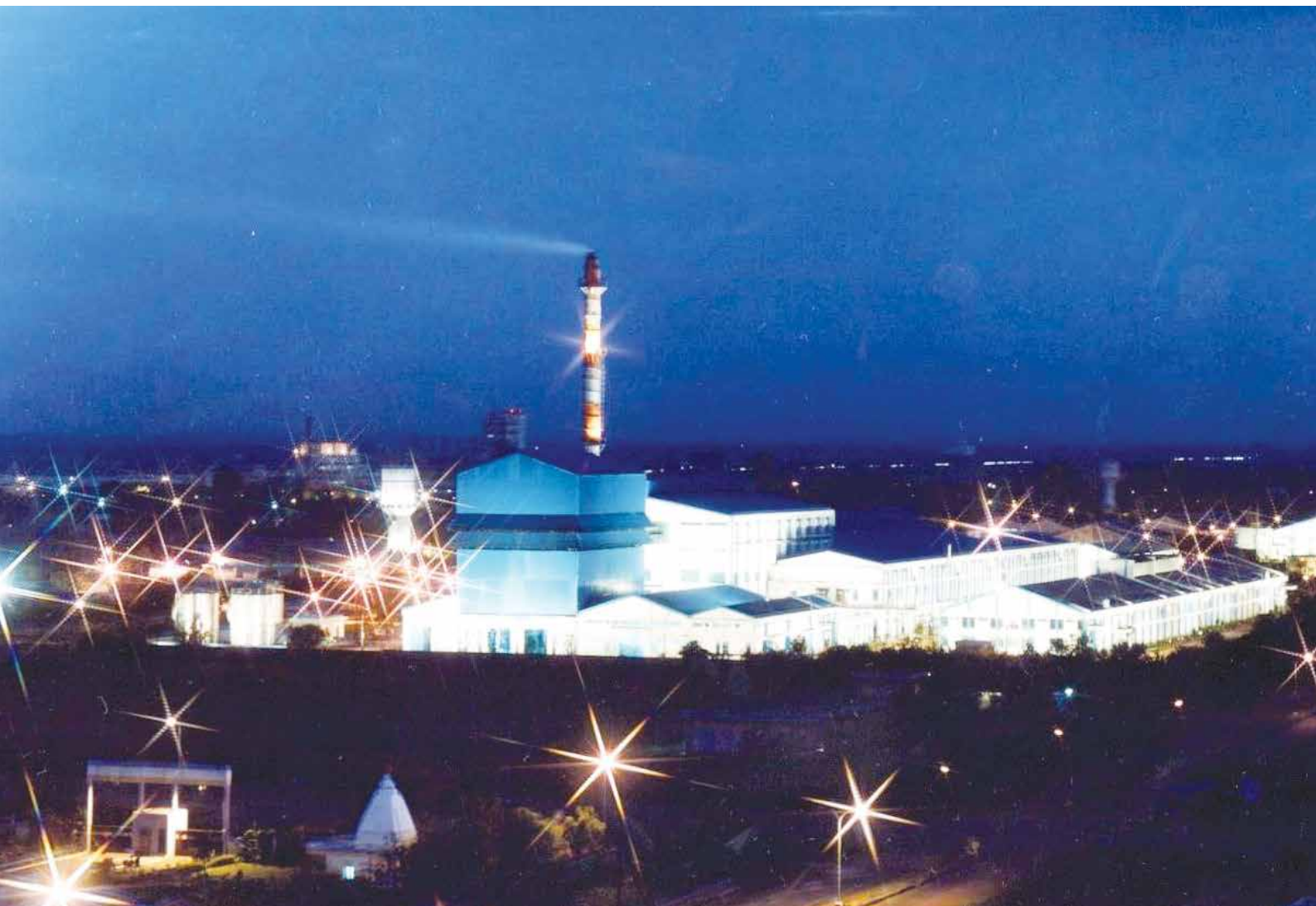
## Lighting Segment

Lightings

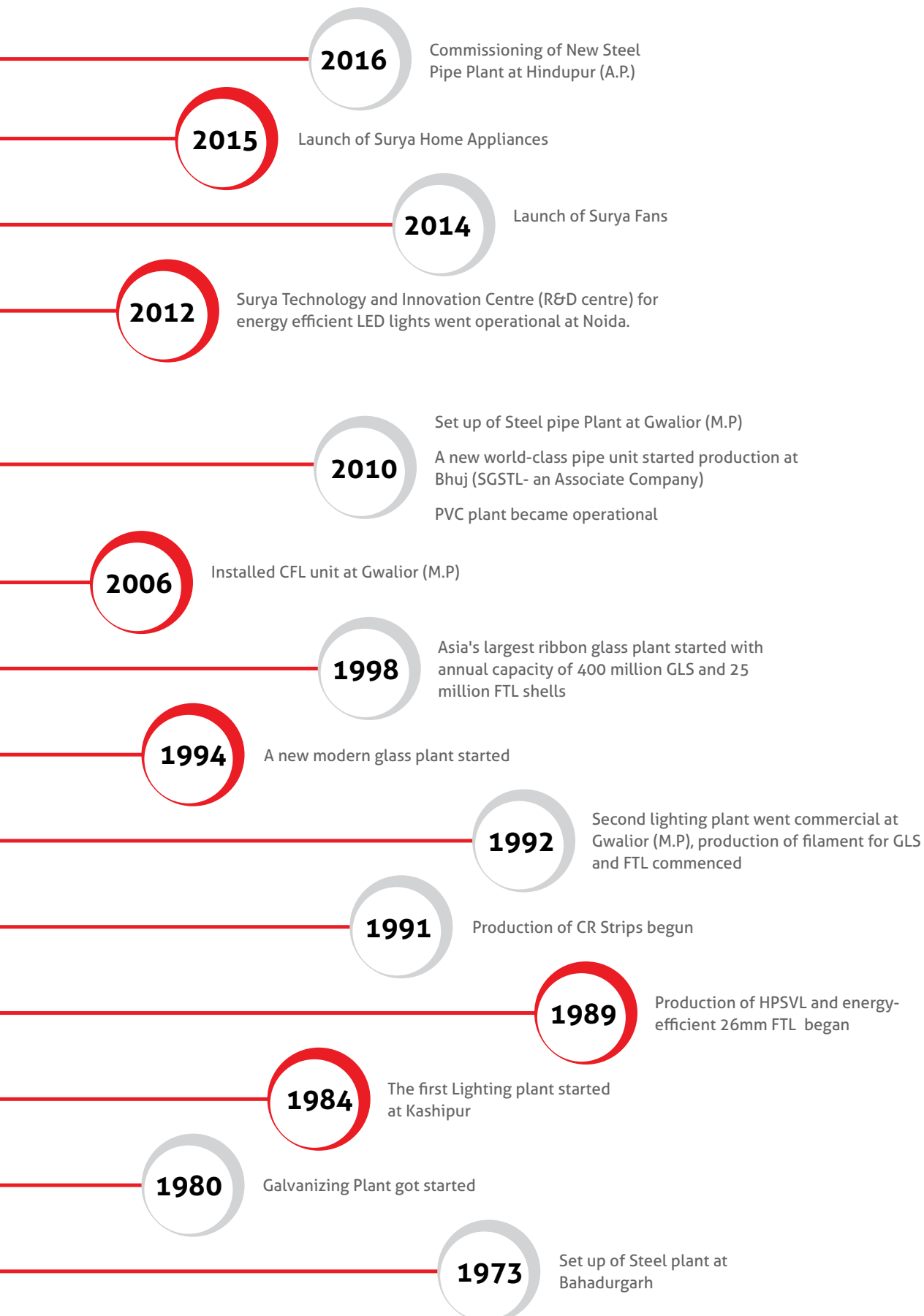
Fans

Home Appliances

PVC Pipes

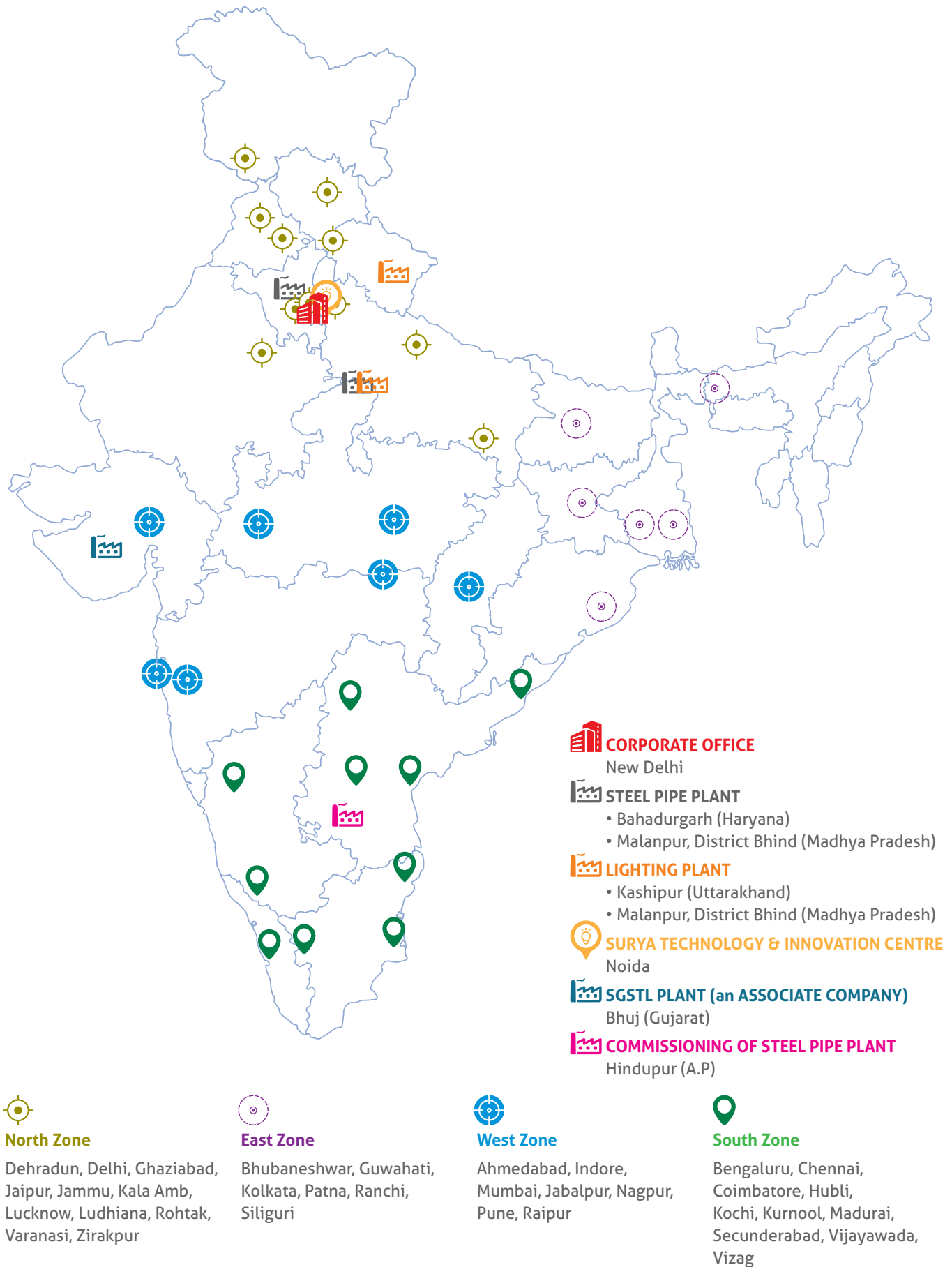


# Milestones





# PAN India presence



# Chairman's Message

Dear Shareholders,

It gives me great pleasure to share with you Company's performance, which has been well as compared to previous years. The year had its opportunities and challenges which Company has navigated very well.

Surya Roshni is a diversified company with two broad business streams: Steel and Lighting. Both the businesses are distinct with their respective growth opportunities. We have been successful in seizing these opportunities to continuously achieve more. Our LED segment has been growing at an impressive rate.

We have introduced new range of products in the LED segment during the year, which has given us an edge. Further, backed by our state-of-the-art research centre, we will continue to enhance our product offering in the LED segment.

Our venture into Fans and Home Appliances businesses has also yielded fruitful results, as we surpassed ₹ 130 crore in the fan business during the year. We are aggressively leveraging our vast distribution network and expanding our presence across various states in India.

The steel business has also remained stable even in the turbulent business scenario. There has been great volatility in the basic raw material prices, but our business acumen has helped us to successfully sail through it. The steel business scenario is turning around after imposition of safeguard duty and minimum

import price (MIP) which has resulted in an increase in volume of Steel division by 16% during the year.

We are further strengthening our steel business, adding new products and merging our associate company Surya Global Steel Tubes Limited with Surya Roshni Limited. This would bring in economies of scale further fortifying our steel division.

The board and management team is doing a very good job in leading the Company to attain more and also aspire for more.

Also, the Company has been socially responsible and dedicated its resources towards the betterment of society through Surya Foundation, which continues to work for enhancing the quality of life. We focus to develop youths and also on spreading the importance of health.

I would like to take this opportunity to thank senior management team for steering Company to newer heights and all our employees for their passion and dedication towards the Company. I would also like to thank all our stakeholders, bankers and customers for supporting and motivating us to aspire and attain more.

Best Regards,

**Jai Prakash Agarwal**  
Chairman